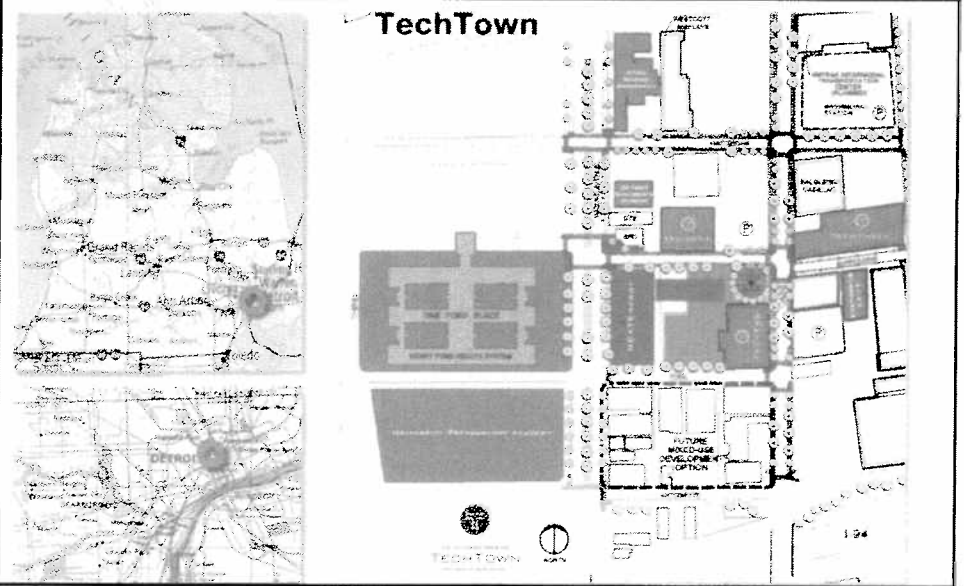


TECHTOWN

*Report to the House Commerce Committee
January 22, 2008*

Overview Map of Area



TechTown 2004



Growing Pains



TechOne Building



NextEnergy



New Companies New Industries



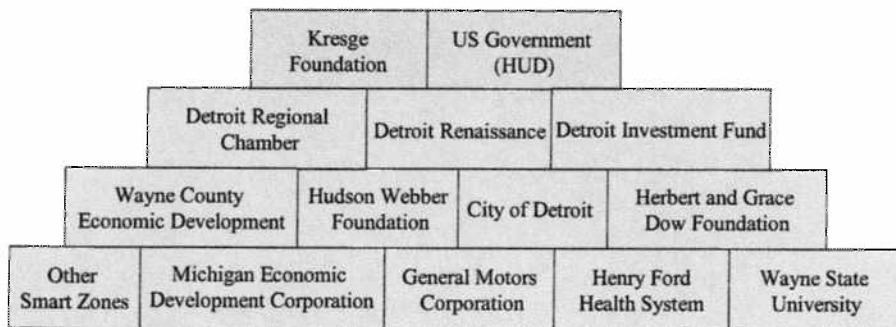
GradeCheck

SPACEFORM

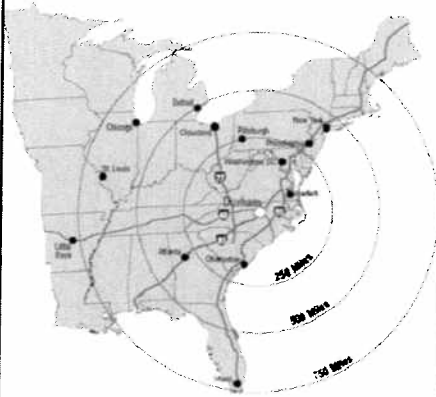


Visca

Powerful Partners



North Carolina Research Triangle



Building Momentum

- Over 35 new businesses
- Provided range of support services to five counties
- Expanding sources of finance for new companies
- Developing International business bridges
- Establishing Centers of Excellence
- Attracting new industries

Climate for Growth

- \$300 million invested in research per year
- \$45 million capital invested in NextEnergy and TechOne
- 40+ companies in TechTown
- 1+ million patent protection per year

1 -	Symphony Orchestra
6 -	Theaters
8 -	Museums
11 -	Art Galleries
21 -	Real Estate Developments
30 -	Restaurants
33,000 -	Students
34,650 -	Employees

\$5.95 Billion in Annual Revenues

Strong University Partner

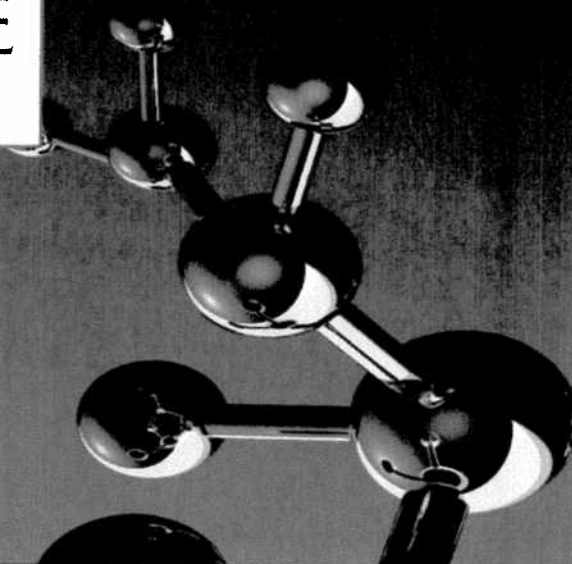
**WAYNE STATE
UNIVERSITY**

Large Tech Transfer Department

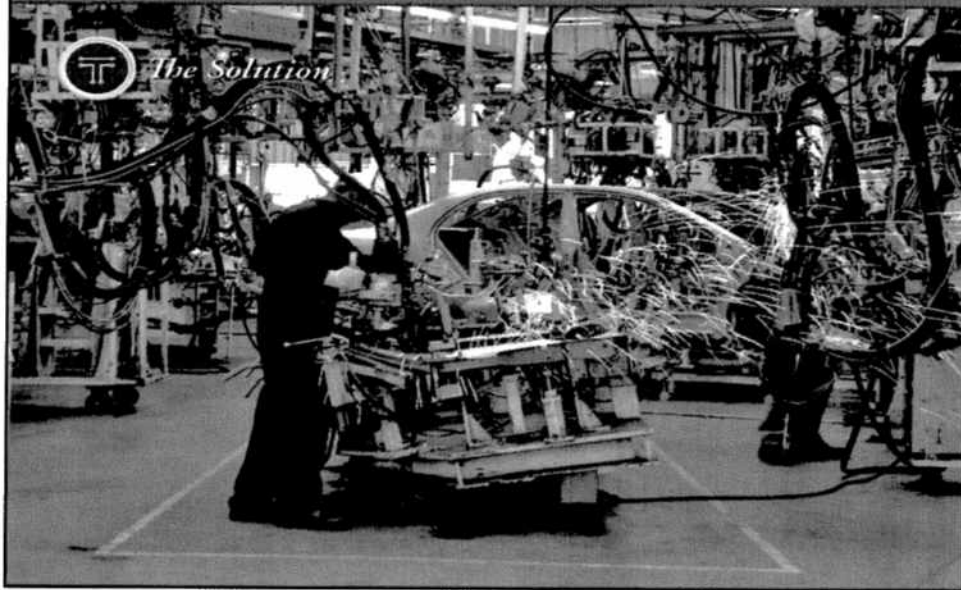
\$1 million per year in patent protection

\$260 million sponsored research

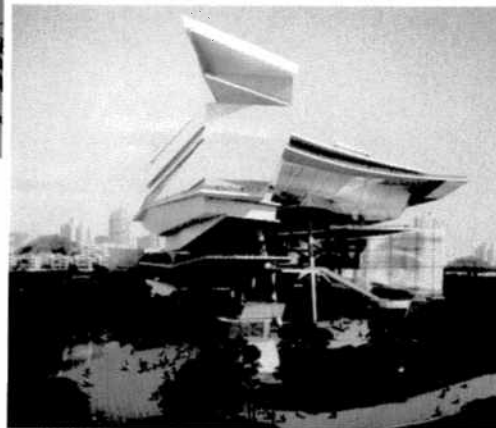
Strong departments working together: business, engineering, law



Auto Industry



One North, Singapore

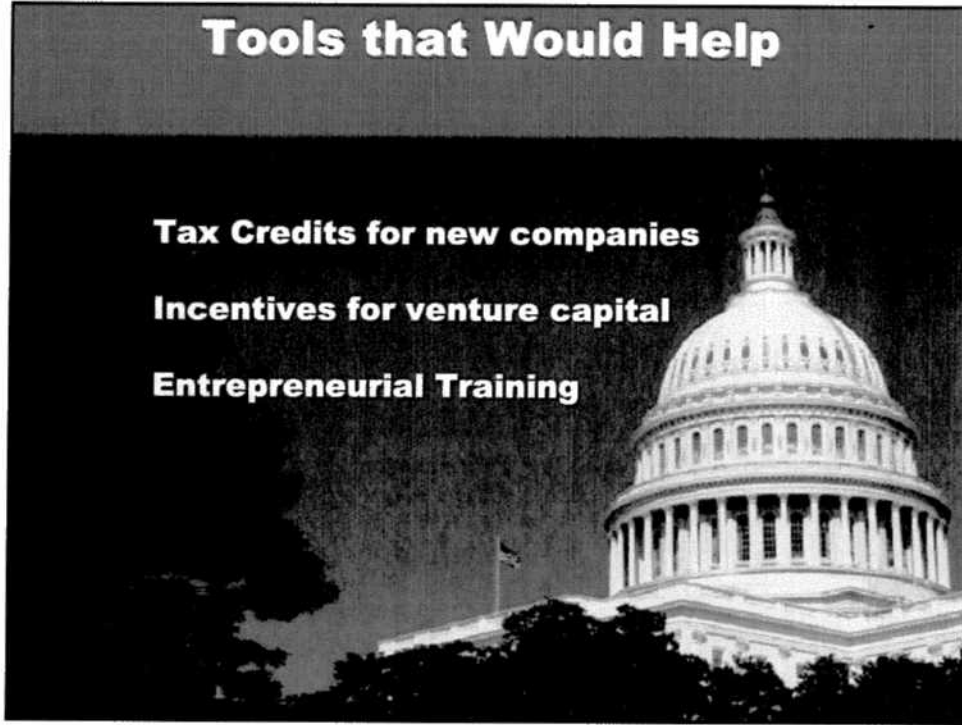


Tools that Would Help

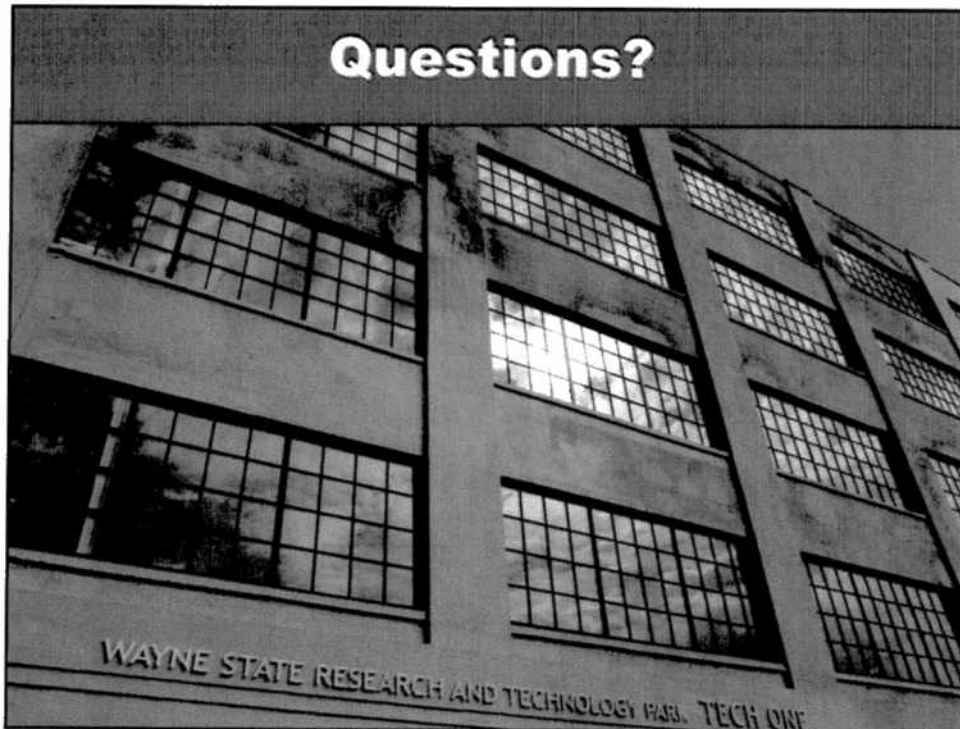
Tax Credits for new companies

Incentives for venture capital

Entrepreneurial Training



Questions?



Innovation Incubator

Tech Town is looking to transform the region's future By Jennifer Baum



TECHTOWN

Tech Town is building a community of entrepreneurs based on high technology.

Photographs by Tony Hogreve



Nearly fifty years ago, North Carolina's economy relied on textiles and tobacco. Today the area is known for high-technology innovation and its economy continues to grow, thanks to the Research Triangle Park, an area where educators, researchers and businesses can come together as collaborative partners. The "triangle" is formed by the geographic location of the region's three highly regarded educational, medical and research universities – the University of North Carolina at Chapel Hill, Duke University and North Carolina State University.

Detroit's economy has the same diversification opportunity through Tech Town, a business incubator park that is building a community of entrepreneurs based on high technology.

Tech Town is strategically located north of Wayne State University in the New Center Area. Dr. Irvin Reid, president of Wayne State University, met with GM in the late 90s to revive the plan to create a research park in the area where GM's headquarters were once located.

In the early 1900s that corridor was the strong commercial heart of Detroit. Now, anchored by a 100,000 square-foot building that houses emerging companies like Asterand and EXT Life Sciences, the same area that propelled Detroit's economy in the early part of the 20th century is pushing it into the 21st.

Randal Charlton, interim director of Tech Town, noted that this type of set up is not new, but works extraordinarily well in the Detroit Region because of the need for economic diversification and more jobs. "The scale is phenomenal – Tech Town comprises an urban area that covers 12 city blocks," he said, noting the location and proximity to industry make it particularly poised for success.

For more information, contact TechTown's Building Manager Cynthia Grayson at (313) 879-5250 or cynthia@techtownwsu.org.

TechTown is creating an entrepreneurial village with global impact by:

- Nurturing and growing companies in the alternative energy, life science, homeland security and advanced automotive technology industries;
- Restoring and maintaining facilities specially equipped for high-tech businesses;
- Strengthening the economy and infrastructure of its 12-block research and technology park with new commercial and residential development and;
- Transforming local students into knowledge workers through technology-focused educational programs.



Randal Charlton (left), interim director of Tech Town, speaks with Earl Holsapple of SciTech Development in his lab. SciTech Development, which is working on a new cancer-prevention drug, is a typical tenant of Tech Town.

▲ Early-stage companies require support to be innovative, and Tech Town is set up to offer new companies lots of it. Some of the services offered include monthly networking events with speakers, grant support from the Michigan Economic Development Corporation, technical support and mentor relationships. The businesses are able to rent space ranging from mailboxes to cubicles to offices with a laboratory and have access to conference and meeting rooms. Leases are available on a month-to-month or longer basis. This is done intentionally to provide emerging companies the flexibility they require.

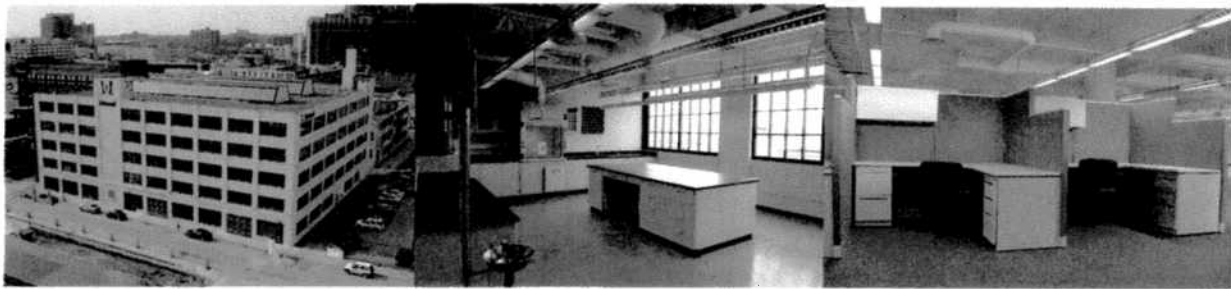


TECHONE FACT SHEET

TechTown is the premier address for high tech ventures in Detroit. TechOne, our first business incubator facility, is at the heart of this 12-block research and technology park. Designed in 1927 by renowned industrial architect Albert Kahn, the 100,000-square-foot TechOne has been renovated to accommodate today's state-of-the-art technology businesses.

TechOne provides what no other facility in Detroit can offer in a single building

- Affordable office, wet lab and dry lab space
- Internet 2 capability
- Custom designed work environments
- Access to Wayne State University's GRID Computing Lab and libraries
- Facilities management by global real estate services leader Cushman & Wakefield
- A close-knit, supportive community of entrepreneurs



Space available for lease

Entrepreneurs can lease cubicles, offices and laboratories in TechOne. Whether a tenant occupies a single cubicle or an entire floor, its employees can access conference rooms, a chemical storage room, a hazardous waste storage room, kitchen and dining area.

Transportation and parking

TechOne is within blocks of major interstate highways 75, 94 and 96, providing a hub of major highway access routes. It is just 20 miles from the Detroit Metropolitan Airport, which offers 1,500 daily departures and arrivals on 16 major airlines. This airport transports the 10th largest number of passengers of any airport in North America. Employees and visitors of TechOne tenants can park in the building's designated lot or curbside spaces.

Location

TechOne, located at 440 Burroughs Street in Midtown Detroit, is one block from Detroit's major thoroughfare, Woodward Street. Among its neighbors are several major research institutions: Wayne State University, Henry Ford Health System and Karmanos Cancer Institute. NextEnergy, an organization founded as a hub of alternative energy research, has just completed its new \$15 million, 45,000-square-foot headquarters across the street from TechOne. TechOne is minutes away from Detroit's best restaurants, health clubs, residential developments and other amenities.

Contact

For more information about TechOne, please contact TechTown's Business Manager, Cynthia Grayson, at 313.879.5250 or cynthia@techtownwsu.org. RENTAL Info: Linda's Business Center, 313.879.5246 or Linda@techtownwsu.org.



What is TechTown?

First, TechTown is a community of entrepreneurs, investors, mentors, service providers and corporate partners creating an internationally recognized entrepreneurial village in the city of Detroit. We provide the support and access to capital needed to build high tech companies. We empower entrepreneurs to build successful technology businesses that improve the quality of life for people across the country and around the world.

Second, TechTown is also a neighborhood encompassing 12 city blocks and acres. It is bounded on the north by the Grand Truck railroad, on the south by I-94, on the west by the Lodge Freeway and on the east by Woodward Avenue. This community is an exciting place to live, work and play.

Third, TechTown is a 501(c)3 nonprofit organization founded by three strong strategic partners, governed by a dynamic board of directors and managed by a dedicated team of professionals.

TechTown is creating an entrepreneurial village with global impact. As an incubator, we provide the support and access to capital needed to build high tech companies. The TechTown organization also serves as a developer, facilitating commercial and residential projects.

Wayne State University, Michigan's only urban research university, secured a \$2 million grant, provided \$10.5 million in loan guarantees, and persuaded the state government to make the 12-block TechTown community a SmartZone area eligible for significant tax discounts. It continues to provide a broad range of vital resources.

General Motors, the world's largest automaker, demonstrated its commitment to this community after relocating to Detroit's riverfront by donating TechTown's first building, TechOne. For 75 years, General Motors was an anchor institutional presence in the area now known as TechTown. Continuing to support TechTown's development, Matthew Cullen, the corporate giant's general manager of Economic Development and Enterprise Services, is a co-vice chair of our board of directors.

Henry Ford Health System, one of the country's leading health care providers with annual revenue of more than \$2 billion, provided TechTown's staff with office space, services and supplies for a full year during the restoration of TechOne. Now the area's anchor institution, it continues to impart leadership through Henry Ford Health System CFO James Connelly, currently the treasurer of TechTown's board of directors.

FOCUS: WOODWARD AT 200

Technology

The future is now

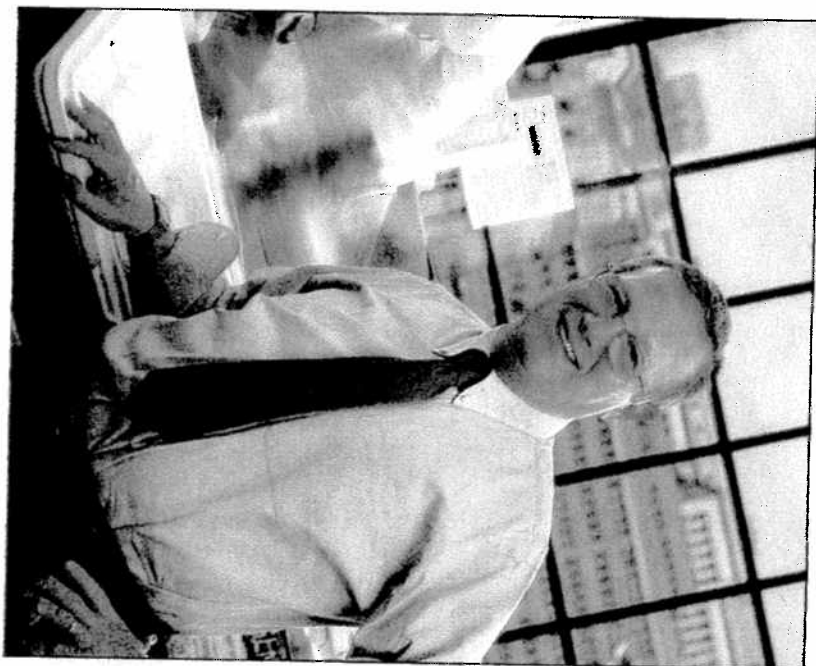
34 TechTown

North of the Wayne State University campus in Detroit is TechTown, a neighborhood that some people believe is the future of business and industry in Detroit.

"TechTown offers a supportive home to high-technology businesses in four key areas," said Randal Charlton, interim director of TechTown and former CEO and co-founder of Asterand plc, TechTown's largest tenant. "Those are the next generation of energy, life sciences, homeland security and advanced engineering. We recognize we can't be good at everything, so we are focusing on those four." Charlton said TechTown relies heavily on WSU's resources and talent.

TechTown, at Woodward and Burroughs, launched in 2004 and includes NextEnergy (see www.cruisdetroit.com) and the 28 tenants of the TechOne building across the street.

"There is an interflow between us and NextEnergy," Charlton said. "We are the founding fathers of TechTown."



Randal Charlton is leading the growth of TechTown.

DON KUREK

In May, the TechTown Venture Fund announced it would start fundraising to raise a minimum of \$10 million by the end of this year.

TechOne's key tenants include:

- 35 Asterand**, which stores human-tissue samples in a biobank. The samples are collected from hospitals and consulting patients, and are stored in freezers. These samples are in safekeeping for future research.
- 36 Model D Media**, which produces online magazines.
- 37 Neocutis**, which markets a range of skin creams.
- 38 Setech**, an incubator company formed by scientists and business leaders affiliated with WSU and the Barbara Ann Karmanos Cancer Institute to develop drugs, delivery systems and technology to treat cancer.
- 39 Icdeta Communications**, an information-technology supplier.
- 40 EXT Life Sciences**, a life-sciences company developing a treatment

More
on the Web:
NextEnergy,
GrowDetroit,
Compuware

to reduce harmful oxidants in the bloodstream.

- 41 Gradecheck**, which is developing a program to address problems in the Detroit educational system.
- 42 Pixelit Productions**, which uses video games as an educational tool.
- 43 Visca**, an advanced engineering research and design company using technology from the WSU School of Engineering.
- 44 Sensound**, which has devised a way of photographing and identifying where sounds come from. For example, the source of vehicle noise.
- 45 The Perinatology Research Branch of the National Institute of Health**, a biobank operated at WSU. This national bank will allow for the study of premature birth and birth defects.
- 46 Walker Miller Energy Services**, an energy management services company that deals with traditional and alternative energy.
- 47 21st Century Therapeutics Inc.**, a biotechnology and pharmaceutical company.

Take Your Business to the *Next Level* with TechTown's Business Development Programs!

**The *Detroit-Based Initiative (DBI) Program* and
*Frontline Accelerator for Science & Technology (FAST) Program***
*are customized 24 to 36 month business development processes
for high-growth enterprises supported by the State of Michigan and the City of Detroit.*

We Connect You With What You Need to Succeed!

Business Plan Assistance | Grant Seeking and Management | Market Research Services
Financial Plan Modeling | Executive Coaching | Mentoring and Networking | Eligibility for
Special Funding Opportunities | Training and Development | Entrepreneurial Community

Applying to these programs
is **simple and free!**

We offer flexible repayment terms --
including an **equity option!**



For more information,
please contact:

Wendy Richardson
wendy@techtownwsu.org
313.879.5251

Our programs are designed to assist the following types of businesses:

Advanced automotive technology
Alternative energy technology
Homeland security technology
Life sciences technology
Detroit-based businesses
Minority and woman-owned businesses

DBI Program



FAST Program



Selected TechTown Business Development Clients

Coliant (FAST)
An aftermarket power outlet manufacturer
for small crafts

Jade Biomedical (FAST)
Medical device manufacturer developing non invasive
acupuncture diagnostic and treatment alternatives

SalezTrack (FAST)
A Customer Relationship Management
solution for auto dealers

IC Data Communications (DBI)
Information technology services provider for
organizations with between 25 and 200 network users

Java Exchange Café (DBI)
Financially-themed coffee shop and
business center designed for mobile professionals

Walker-Miller Energy Services (DBI)
Supplies traditional and alternative
energy products and services



OUR SERVICES



Business Center Office Hours

Monday - Thursday 10:00 a.m. to 3:00 p.m.
Friday 10:00 a.m. to 2:00 p.m.

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